

Message Text

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ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-03 SS-15 L-03 INR-07 MC-02 /041 R

DRAFTED BY NEA/ARP:JLYLE:BH

APPROVED BY NEA/ARP:FMDICKMAN

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P 122022Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY DOHA PRIORITY

C O N F I D E N T I A L STATE 164806

STADIS////////////////////////////////////

E.O. 11652: GDS

TAGS: MASS, QA

SUBJECT: PRICE AND AVAILABILITY INFORMATION ON 105MM
ARTILLERY AND OTHER EQUIPMENT

REF: 091415Z JULY 75, DA WASHDC

1. NOTING THE DIFFERENCE IN REPORTED UNIT COSTS FOR
105MM M-102 HOWITZERS DOLS 86,972 VIS-A-VIS DOLS 182,382
(REFTEL), WE ASKED DOD TO CLARIFY.

2. ACCORDING TO DOD, UNIT COSTS VARY DEPENDING ON
CUMULATIVE SIZE OF ORDERS PLACED BY DIFFERENT PURCHASERS
WITH MANUFACTURER. IF NEW BUYER ATTACHES HIMSELF TO
PRODUCTION PROGRAM ALREADY UNDERWAY, UNIT PRICE WILL BE
LOWER. THUS, IF QATAR MAKES ITS PURCHASE, THERE IS NO
WAY TO GUARANTEE WHAT PRICE WILL BE. WE CAN GIVE ONLY
A GENERAL INDICATION OF RANGE OF PRICES. IF QATARIS ARE
ONLY INTERESTED IN 105MM ARTILLERY AT LOWER PRICE, THEY
CAN SO SPECIFY, BUT THEN DELIVERY DATE CANNOT BE ASSURED,
SINCE THEY MUST WAIT UNTIL SUFFICIENT OTHER ORDERS
ACCUMULATE TO ASSURE LOWER UNIT COST, AND EVEN THEN, IT
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IS NO GUARANTEE THAT LOWER PRICE WILL BE AVAILABLE.

3. AS A RESULT, WE SUGGEST THAT WHEN YOU DISCUSS 105MM
ARTILLERY WITH GOQ, YOU GO TO SOME PAINS TO EXPLAIN THIS
UNUSUAL ELEMENT OF OUR OFFER OF EQUIPMENT TO AVOID MIS-
UNDERSTANDING IN THE FUTURE.

ROBINSON

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